

NEW ACCESSORY MANUS HERE; GET JEFFERY "QUAD" AGENCY

James Howard Becomes Partner of Ben L. Clements;
Haynes is Now Being Handled By S. O. Bottorff;
Trucks Will Be Feature With Buquors; Cu-
pid Gets Stenographer; News of the Row.

ANNOUNCEMENT was made this week of an important change in one of the largest accessory and tire firms in El Paso. James Howard, for several years a salesman with the Dixon Crucible company, with headquarters in San Francisco, purchased an interest in the Bortorff Auto Supply company, from Ben L. Clements. They also announced that the company is to be incorporated at once.

Mr. Howard gave special attention to the automobile lines of the Dixon company and states that he was so favorably impressed with the possibilities of El Paso on his visit here that he decided to make this city his permanent home. He is personally acquainted with all the speed merchants of note and when "him" starts talking takes on the drivers time passes quickly. It is already evident that the Bortorff-Howard is going to be the "meeting place" of motor fans with a leaning to speed.

The Hoagland-Bottorff company made its opening announcement this morning and will open a big used car emporium on San Francisco street early in the week.

New Haynes Agent.
S. O. Bottorff was named as agent for the Haynes last Saturday morning and the agency will be conducted under the firm name and style of the West Texas Motor company. He has taken a lease of a big showroom in the Detroit building, now nearing completion on Myrtle avenue, but maintaining temporary salesrooms at the Auditorium garage.

The Cactus Motor company is now getting properly established in its new home on Myrtle avenue. "Doc" Thomas is serving in the role of chief house-keeper and is now busy getting a big line of accessories and parts on the shelves and in the showrooms. The showroom is one of the largest and newest in the city and when the full stock is on the shelves the Cactus will have a complete accessory line.

More Allens Coming.
Another carload of Allens for the Cactus Motor company is expected here in the next few days.

F. M. Russell, manager of the El Paso Overland Auto company, returned today from a trip to Albuquerque.

L. E. Gillett, sales manager of the El Paso Overland company, and B. E. Newstadt, factory representative of the Overland, went to Alamogordo on Thursday, driving two cars for Dr. J. B. McKinley. They returned here on Friday.

The Western Motor Supply company

reports the arrival of a big shipment of Portage tires, for which this company recently secured the agency.

Has U. S. Battery Agency.

The El Paso Battery Station has taken the agency for the southwest of the U. S. batteries. The deal was closed when the factory representative, Mr. Chapman, was here recently and the manager has received notice that his first shipment is now en route. The U. S. battery is well known both for automobiles and railway coach lighting. It being about the most extensively used battery for railroad work.

The El Paso Battery Station is conducting a big advertising campaign to make this battery better known to local motorists.

C. R. Rice, who hails from Virginia, has joined the Elk Auto Supply company.

Elk Is Growing.
The Elk Auto Supply company has completed some extensive changes in its interior arrangement and has materially added to its stock of accessories and now ranks with the largest in this section.

W. L. Starnes, of the Hatcher-Starnes company, is on the sick list and his partner asserts that it is because of a fear that he will get rich too quick.

The used car business has been unusually brisk lately and the Hatcher-Starnes company has had difficulty in meeting the demand. They also report seven orders for the new attachment for converting Ford cars into one ton trucks.

To Push Wholesale Trade.
"We are going to make the Pennsylvania tires known throughout the southwest," said C. P. Kent, in charge of the tire department of the Rio Grande Oil company. "We expect to go extensively into the wholesale tire business and will take on a couple of traveling salesmen at once."

"Repair business was never better than it is at present," said Tom White, manager of the Auditorium garage. "Judging by the work we are doing, El Pasoans are going into touring on an extensive scale for every owner wants his car put in shape for a hard season."

Marmon Engineer Here.
W. Pinckney, engineer of the Marmon, is in the city with the Franklin Motor Car company for the regular inspection of Marmon cars in this territory.

The demand for Marmons has been very brisk with the Franklin Motor Car company and the arrival of another carload will enable manager Leo J. Trost to make prompt deliveries for a short time.

Invents "Gas Saver."

George C. Hickey is now developing a new gas saver on unique lines. The primary idea of the saver is to feed a mixture of air with the gasoline. The attachment is fitted to the carburetor and is controlled automatically with the throttle, the supply of air depending upon the amount of gasoline being "fed" to the motor and also on the speed of the car. "The faster they go the more air will go to the cylinders," said the inventor. He has applied for patents and hopes to have his apparatus complete within a few days. It will be manufactured in El Paso.

J. W. Pettus has joined the staff of Marker & Yonge and has taken charge of the accessory business of that firm. The company has a big stock of Ford parts, tires, tubes and accessories in its new quarters at 520-522 Texas street.

The increased shop room has also enabled the employment of more mechanics and the mechanical staff has been increased to six.

New Roadsters Coming.
The new Chevrolet lowleaf roadsters are expected here with the next shipment for the Tryon Motor Sales company. Manager C. T. Tryon states that all reports indicate a very beautiful car.

W. Smith, formerly of Denver, has arrived in this city to join the McClintock company and make the trip in his Chevrolet roadster. He reports not the

ARMORED CAR BATTERY FOR DEFENCE



U. S. ARMORED MOTOR TRUCK.

NEW YORK, April 15.—The first armored car battery in the United States was formed this month in New York city, as a special organization under the direction of the New York National guard, utilizing the experience gained in the European war. The organization was rendered possible by the presentation of 40 armored cars to the state by several men prominent in finance and industry, who have taken a leading part in the preparedness campaign.

The contributors are E. H. Garry, H. C. Frick, R. M. Thompson, D. G. Scott, C. N. Wallace and H. O. Montgomery.

The first unit to be completed is a Mack as shown in the accompanying illustration. The battery comprises battle cars, fitted with rapid fire guns, anti-aircraft guns, repair cars, tank cars, motorcycles and auxiliary equipment. The entire organization is modeled closely on existing batteries in the European war, combined with the experience gained in the National guard maneuvers of last fall in the Plattsburg camp.

Although as yet only 10 cars have been placed in actual service, it is the

intention of adding the others as soon as sufficient men can be enlisted for their operation. Seventy-five motorcycles are now ready for use in connection with the cars, the whole force being under the command of Capt. Harry C. Montgomery, who has been the most active worker in connection with the organization of this battery.

The chassis are the standard Mack, Jeffery, Riker and White trucks, which have given such excellent service in maneuvers and in actual war service. The bodies, however, are manufactured especially for this work by a company of New York city.

NEW MARYLAND BILL UNPOPULAR

Proposal For Heavy Tax on Trucks Does Not Meet With Much Favor.

Baltimore, Md., April 15.—Perhaps the most drastic and unreasonable motor truck taxation bill ever read has been introduced into the Maryland legislature by senator Bennett, of Wilkes county. The bill would tax motor trucks which are operated over state or state-aid roads for the carrying of freight on regularly constituted time schedules, in Maryland, according to the ton-mileage they make and also by the mile, and would require the load per inch width of tire to 500 pounds.

The real meaning of the proposed legislation is apparent when by comparison it is ascertained that a five-ton truck, making 50 miles per day and delivering 25 tons would be charged \$4,124.99 a year for the

slightest trouble en route and had a most enjoyable trip.

H. C. Howles of the Tryon staff, has returned from a trip to Fort Stockton in the interest of the Chevrolet.

H. C. Carr, city sales manager of the Oakland Auto Sales company, has been detained in east Texas, but is expected home either Monday or Tuesday.

El Pasoans Drive Army Trucks.
J. W. Emery and J. Hubbard of the Western Auto company, made a trip to Columbus this week to look up Saxon business and report several prospects. Ben J. Clements of the Bortorff-Howard Auto Supply company, made the trip with them. They found many El Pasoans among the drivers of the quartermaster's truck department, carrying supplies to the troops in Mexico.

The Western Auto company is awaiting the arrival of a big lot of Saxons. Manager G. E. Cavin reports that the cars are snapped up as quickly as unloaded.

H. M. Gillespie, truck manager of the Southern Motor company, was in Columbus Thursday on business.

Roadsters in Arizona.
M. J. Roseboro, sales manager of the Southern Motor company, left on Thursday in a Grant "six" for a customer at Safford, Ariz. He will close some agency contracts while in Arizona.

J. P. Freeman of the Southern staff, is in Santa Rita, getting business for the Grant "six."

E. S. Collett, factory representative of the Mitchell, spent the week with the El Paso Auto Sales company. He reports that the Mitchell will have announcement of interest to all motorists to make in the near future.

Cupid Busy Again.
Little Dan Cupid has been up to his tricks on gasoline row again and the Bortorff Motor company is shy a competent stenographer. Miss Velma Carter, when turning in her resignation, did not deny that she had been a victim of Cupid. The nuptials are set for the first week in May.

The Bortorff Motor company announced it has secured the agency for the Jeffery "quad" now so popular with the army and the first carload shipment will be here in about a week.

Mr. S. Z. Silberman, manager of the Boss Rubber company, was accused of putting on some fat with a view to qualifying for alderman, he denied the charge and asserted that he is engaged in growing fleshy on "fat" business, which is the state of affairs with the Boss Rubber company and the fact that Kelly, Springfield and Hartford tires being heavy.

"Kelly" Manager Is Here.
H. P. Thompson, branch manager of the Kelly-Springfield Fire company at Dallas, was in the city this week, calling on the local trade for the representatives of the Boss Rubber company.

RUSSIAN ORDERS FOR U. S. AUTOS TOTAL IN MILLIONS

New York, April 15.—That the market for American made cars in foreign countries was never better is shown in reports now on hand by the large exporting houses in this city. One house, Quinn, Williams & Wigmore, alone has on its books orders for \$3,000,000 worth of touring cars and trucks from Russia and merchants in Russia. None of this business is with the Russian government, but represents the foreign demand for American cars by the rank and file of motor users in Russia.

The fees called for are as follows: Trucks weighing less than three tons, carrying capacity included, 1-10 cent per ton-mile, multiplied by the total number of miles which the application for the license shows will be traveled by the truck during the year for which the license is issued.

Trucks weighing over three and not more than 4 tons, 1-8 cent per ton-mile, multiplied by the total number of miles to be traveled during the year for which the license is issued.

Trucks weighing over six tons and not more than 12 tons, 1-5 cent per ton-mile, multiplied by the total number of miles to be traveled during the year for which the license is issued.

"Shortage of cars is our chief complaint," said Frank Garrett, of the El-Hott-Garrett company. "If the factory could supply us fast enough we'd be nearly happy. Studebakers are certainly in demand in the southwest."

D. C. Booth, of the Quick Tire Service, was a visitor in Columbus this week and it is very hard to secure accommodations over night. The United States tires in use on the cars of the quartermaster's department are giving good service on the Mexican desert.

Moore Demonstrator Coming.
The Pioneer Motor company expects the Moore demonstrator will be shipped from the St. Louis factory early in the week. Many requests for demonstrations with the new car have already been received.

H. T. Williams, sales manager of the Pioneer states that the new Scripps-Booth roadster has made a "home run" with the motorists and he is having trouble to keep his demonstrator as motorists here want immediate delivery. Two orders for the new roadsters have already been booked. A carload of Scripps-Booths will be here in a week or ten days.

"We have closed all contracts for the agency of our 'mystery car' and expect our first carload here inside of ten days," said John L. Buquor, of the Buquor Motor company. Asked whether it would be 4, four, six or eight cylinder car, he refused to give any details but intimated that it might be two of the three. "It's a car which is widely known and it has more than one model," was all the information obtainable.

A. C. Lee of Denver, factory representative of the Paige, is a guest of the Toltek Motor company.

H. A. Grubb, Texas state manager of Firestone Tire and Rubber company, was a visitor for two days this week, making his headquarters with their local distributors, the Tri-State Motor company. S. A. Thompson was another member of the Firestone staff to visit the city.

Ray N. Pritchett, traveling salesman for the Tri-State Motor company, was in the city two days this week, after having covered his territory in New Mexico and west Texas. He reports business good everywhere and fine prospects for the future.

H. E. Bassett, the Ford representative of Silver City, N. M., visited the city this week and bought from the Tri-State Motor company a new and fresh stock of accessories, supplies, tires and tubes.

P. S. Kirk, of the City garage, Tulsa, Ok., visited the city during this last week, and returned, after having bought a quantity of automobile tires and supplies from the Tri-State Motor company.

CARE WILL ADD TO TIRES' LIFE

Expert Tells How Motorists Can Prevent Cuts Being Costly.

"Would you like to know how you could add 1000 to 2000 miles to the life of your tires?" said J. D. Huber, of the Western Motor Supply company, Flak distributors. "This can be done easily by devoting a little time in examining the rubber tread for small cuts. By the action of the tire, water and sand are sucked and pushed into the small cut and the tread becomes loose and separated from the fabric." He added: "Jacking up the wheel so you can work on the tire when it is inflated, wash it with soap and water, revolve the wheel slowly toward you, examining the tread for cuts. Upon seeing what appears to be a cut, probe it with a knife blade and remove the small particles of glass, stones or whatever may still be embedded in the rubber."

"The next step is to clean the cut thoroughly with gasoline. When you are sure all the dirt is out, work rubber cement into the cut with a small stick. Work around the tire, treating each cut in like manner. As a second coat of cement is needed, again fill the cut with cement. Open the can of Fillacut or tread cut filler, and take out a piece a little larger than you think will fill the hole. Spread this between the thumb and forefinger, being sure your fingers are clean. When this Fillacut becomes plastic place it over the cut and work it in, so that it completely fills the hole. Cut off any gum that may project from the hole."

"Fill all cuts in like manner, and allow to stand over night. In the morning you will find that the gum has made a perfect union and the cuts are properly sealed. A piece of bicycle tape wound around the tire is used by some to hold the gum in the cut until it has had sufficient time to set."

CLEVELAND GETS ANOTHER BIG AUTOMOBILE PLANT

A model motor car manufacturing plant, combining all the most modern methods of economical and efficient production, is being erected in Cleveland, Ohio, for the Jordan Motor Car company.

There is much speculation as to the specifications of the Jordan car, but it is known that it will include such high grade parts as Continental tires, Chrysler chassis and transmissions, and Timken axles and bearings.

Jordan says that it will not be a low priced car, but the price will be high enough to appeal to people who want better appearance, finish, comfort and reserve power.

BOTTORFF WILL HANDLE HAYNES

Organizes West Texas Motor Company and Gets 'Light Six' Contract.

The West Texas Motor company, in which S. O. Bottorff is the moving spirit, is now handling the agency for the southwest of the well known Haynes "light six," the contract having been closed with Mr. Bottorff and his associates last Saturday morning by T. L. Tinker, western sales manager of the Haynes.

"I believe that we have a hustling agent in Mr. Bottorff," said Mr. Tinker, "and he has the capital necessary to push the Haynes in this territory. Since the Haynes was really introduced here less than a year ago our sales have been unusually good in El Paso but we believe that they can be still further increased. Our old agents did good work with the Haynes and while they have decided to discontinue our line we wish them every success with their new connections."

Mr. Bottorff has announced that he will open Haynes salesrooms in the new Degroff building on Myrtle avenue within the next couple of weeks. Work on the portion of the building to be occupied by the West Texas Motor company is now being rushed and, in the meantime, temporary salesrooms are being maintained at the Auditorium garage.

The first carload of Haynes "light sixes" was sold by the West Texas Motor company inside of three days and orders have been booked for the next carload to arrive here. However, Mr. Tinker has arranged for the heavy shipments and Mr. Bottorff expects to be able to deliver Haynes cars when the orders are placed.

LICENSE TRAILERS, IS MILWAUKEE PLAN

A proposition to license and regulate trailers used in connection with motor vehicles, considered in Milwaukee as the result of the discussion association, composed of the heads of leading business houses. The trailer presents a new problem by its wide use. It is likely that the Milwaukee common council will adopt an ordinance to license trailers just as motor vehicles are licensed, as is done in other large cities. When the Wisconsin legislature meets again, in January, 1917, a state-wide licensing law for trailers will be presented.

Sulzberger's Majestic Hams are "Deliciously Different." Phone your dealer now to send you one.—Adv.

Tire Care Means Mileage

Rubber tires have four natural enemies—light, heat, oil and water. Light and heat affect the rubber chemically. Oil rots the rubber. Air rots the fabric.

Keep iron rust off the rims, as it rots the canvas and parts on the rim with shellac or graphite.

Casings wear badly if wheels are not parallel or if the steering connections are loose.

Careless driving is responsible for tire trouble. Quick starts and stops put too sudden strains on tires and cause casings to wear.

Skidding, especially turning corners at high speed, destroys rubber and fabric.

Brakes out of adjustment make one tire wear too much.

Bad cuts in casings should be vulcanized.

Fill small cuts immediately with plastic filler.

Carry spare casings and plenty of extra tubes.

Tire changes are unavoidable, but roadside tire repairs are the mark of a novice.

—Motor Age.

Hoagland-Bottorff Co.

The Southwest's Largest and Most Progressive Dealers in Used Automobiles and Trucks

We will open our new used car emporium at 508 San Francisco street on Monday, April 17, with 4000 square feet of floor space in which to display our cars. We will carry the largest stock of used cars in the Southwest.

Every Car a Bargain

We offer Fords, Overlands, Dodges, Hupps, Maxwells, Saxons and other well known makes, in both light and large cars, and also a line of used commercial trucks. All our cars are thoroughly overhauled in our own shops.

IF YOU WANT TO SELL YOUR CAR, BRING IT TO US. WE WILL GUARANTEE PROMPT ACTION.

Hoagland-Bottorff Co.
Phone 4095.
508 San Francisco St. El Paso, Texas

New Prices In Effect

(As Advertised Last Week) On

Pennsylvania Smooth Tread Tires

Mean a BIG SAVING to Auto Owners

Phone 2911 and Our Salesman Will Call Upon You.

Rio Grande Oil Co.

Pennsylvania Tires in the Vacuum Cup, Ebony and Smooth Treads are in stock and sold at the new list prices by the following dealers:

El Paso Vulcanizing Co., 317 N. Kansas St.
Elk Auto Supply Co., 500 Mesa Avenue.
Elliott-Garrett Co., 500 W. San Antonio St.
Lundberg & Co., 216-220 W. San Antonio St.
Red Ball Filling Station, 118 W. San Antonio St.
Red Ball Filling Station No. 2, Magoffin and Ochoa.
Red Ball Filling Station No. 3, Stanton and Wyoming.
Red Ball Filling Station No. 4, Hoffman and Piedras.
Toltek Garage, 132 N. Florence St.
Independent Oil Co., 4016 Alameda Street.

A small payment down

Balance Monthly

Any Overland or Willys-Knight

Get yours now

On the "Guaranty Plan"

Here's the best bit of news for many a day.

You don't have to wait any longer.

You can get your car now for a small payment down.

Then you can pay the balance monthly—a little at a time.

No need now to dig into your savings—

No longer any need to scrimp and save for months in order to pay for your car in one lump sum.

The "Guaranty Plan" puts an end to all that.

A good, sound, thoroughly organized system which we can heartily recommend to help people buy Overlands and Willys-Knights in an accomplished fact at last.

The "Guaranty Plan."

El Paso Overland Auto Company

Phone 170

120-122 San Francisco St.

\$615

Roadster \$595

Model 75---f. o. b. Toledo

